

Message Text

PAGE 01 STATE 202973

11/15
ORIGIN AF-18

INFO OCT-01 ISO-00 COME-00 CU-04 EB-11 USIA-15 RSC-01 /050 R

66621
DRAFTED BY: AF/W:ARMCKEE
APPROVED BY: AF/W:JLLOUGHRAN
AF:RSSMITH(INFO)
COMM:BIC(264):MR. MILLER(INFO)
AF:MR. WHITE (INFO)
COMM:BIC:RRYDLUN
CU/IVP/V:MTSOUVALAS(INFO)
COMM:BIC(287)MS. INOUSSA(INFO)
COMM:BIC:USES:MRS. BROMLEY

----- 104117

R 122044Z OCT 73
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS

LIMITED OFFICIAL USE STATE 202973

C O R R E C T E D C O P Y (PARA 5 LINE 4)

E.O. 11652: N/A
TAGS: BTRA
SUBJECT: NIGERIAN-AMERICAN CHAMBER OF COMMERCE TRADE
MISSION

SUMMARY: BY ALL ACCOUNTS CHAMBER'S VISIT WAS GLOWING SUCCESS. NUMEROUS PROMISING INDIVIDUAL BUSINESS CONTACTS APPARENTLY ESTABLISHED. FULSOME HOSPITALITY EXTENDED BY US FIRMS ENSURED THAT NIGERIA MEMORABLY WINED AND DINED AND PROVIDED AMPLE OPPORTUNITY TO CULTIVATE GOODWILL BETWEEN US AND NIGERIAN BUSINESS COMMUNITIES. OGUNBANJO PROVIDED EFFECTIVE LEADERSHIP, AND ESCORTS HELPED ENSURE THAT VISIT PROCEEDED WITHOUT HITCHES. WHILE COOPERATION OF US BUSINESSES AND BANKS HAVING INTERESTS IN NIGERIA WAS OUTSTANDING, IT IS DOUBTFUL THAT THIS RELATIVELY SMALL GROUP OF FIRMS COULD BE ASKED TO PROVIDE SAME DEGREE OF SUPPORT TO SIMILAR LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 02 STATE 202973

VISIT IN NEAR FUTURE. LOCUS OF RESPONSIBILITY OUTSIDE AF/W SHOULD ALSO BE IDENTIFIED IN EARLY PLANNING FOR ANY SIMILAR FUTURE VENTURES. END SUMMARY.

1. ALL REPORTS TO DATE INDICATE THAT VISIT BY NIGERIAN TRADE MISSION WAS HIGHLY SUCCESSFUL. GROUP STRICTLY ADHERED TO PROGRAM DEVELOPED BY AF/W (POUCHED LAGOS SEPT 25), ALTHOUGH AT NIGERIANS' SUGGESTION BRIEFING BY COMMERCE NEW YORK DISTRICT OFFICE WAS CANCELLED AND HOUSTON SCHEDULE WAS CONDENSED INTO SINGLE BUSY DAY (DURING WHICH SCHEDULED PHILLIPS AND OCCIDENTAL ACTIVITIES BOTH TOOK PLACE, ALTHOUGH CURTAILED TIME DID NOT PERMIT ASTRODOME TOUR OR NASA VISIT). NEITHER BANK-ANTHONY NOR AKIN-GEORGE EVER JOINED DELEGATION, SO GROUP NUMBERED ONLY NINETEEN AT ITS LARGEST. SINCE KOLA-BANKOLE DID NOT ACCOMPANY MISSION TO NEW YORK, EIGHTEEN MEMBERS PARTICIPATED IN NEW YORK SCHEDULE, WHILE THIRTEEN TRAVELED TO MEMPHIS AND TWELVE TO HOUSTON.

2. WASHINGTON PROGRAM WAS HIGHLIGHTED BY KENNEDY CENTER RECEPTION ON NIGHT OF ARRIVAL, USEFUL BRIEFING ARRANGED BY DEPT OF COMMERCE ON FOLLOWING DAY (PROGRAM POUCHED LAGOS) AND EMBASSY EVENING RECEPTION ATTENDED BY MAYOR AND SEVERAL MEMBERS OF CONGRESS.

3. DELEGATION MEMBERS COMMENTED THAT ADVANCE ARRANGEMENTS (PARTICULARLY FOR CORPORATE HOSPITALITY) WENT FAR BEYOND GROUP'S EXPECTATION AND WERE CONSIDERED STRONG EXPRESSION OF INTEREST BY US BUSINESS COMMUNITY. PARTICIPATION BY DELEGATION WAS VIRTUALLY COMPLETE AT MAJOR EVENTS IN NEW YORK. NEARLY EVERYONE APPEARS TO HAVE BEEN KEPT QUITE BUSY WITH INDIVIDUAL NEW YORK BUSINESS CONTACTS THROUGHOUT WEEK. NIGERIAN-AMERICAN CHAMBER (NEW YORK) LUNCHEON CONSIDERED HIGHLY SUCCESSFUL, ATTENDED BY 130 PEOPLE. BANKERS TRUST SPOKESMAN DESCRIBED BANK'S SEMINAR/LUNCHEON AS "ROARING SUCCESS." MACK TRUCK AND OTHER FIRMS CONTACTED GRATIFIED AT RESULTS THEY ACHIEVED. MACK HAS CHECKS IN HAND.

4. DELEGATION PRESENTED WITH KEYS TO CITY BY MAYOR OF MEMPHIS, TREATED TO RECEPTION AND DINNER IN THAT CITY WITH BUSINESSMEN FROM MEMPHIS, NASHVILLE AND LITTLE ROCK, IN ADDITION TO TOUR OF HOLIDAY INNS FACILITIES. MEMPHIS BANKS LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 03 STATE 202973

INVOLVED INDICATE THEIR CUSTOMERS ESTABLISHED USEFUL BUSINESS CONTACTS WITH NIGERIANS WHICH ARE BEING FOLLOWED UP. HOLIDAY INNS FOUND VISIT "EXTREMELY WORTHWHILE" FOR PURPOSE OF EXPOSING SENIOR EXECUTIVES FROM PRESIDENT DOWN TO SERIOUS AFRICAN BUSINESSMEN. HOLIDAY INNS CONTACT BELIEVES THAT HIGHLY FAVORABLE REACTIONS FROM FIRM'S TOP MANAGEMENT WILL LEAD TO EXPANDED AFRICAN AND NIGERIAN PROGRAMS. HOLIDAY INNS SPOKESMAN TERMED MEMPHIS VISIT "RAVING SUCCESS" OVERALL.

5. ABBREVIATED HOUSTON VISIT MADE SUCCESSFUL BY ELABORATE HOSPITALITY EXTENDED BY PHILLIPS AND OCCIDENTAL. LONGER

STAY WOULD HAVE BEEN LIMITED USEFULNESS SINCE HUSTON CHAMBER OF COMMERCE HAD SUCCEEDED IN GENERATING NEGLIGIBLE INTEREST IN MEETING WITH INDIVIDUAL NIGERIANS AMONG LOCAL BUSINESS COMMUNITY. OCCIDENTAL GRATIFIED BY "GOOD RAPPORT" DEVELOPED AT DINNER FOR FIRM'S EXECUTIVES WITH NIGERIAN DELEGATION (OF WHICH ONLY NINE REMAINED AT THAT POINT BUT WHO LED "THREE CHEERS FOR OXY" AT CONCLUSION). OCCIDENTAL

TERMS EVENT WORTHWHILE FOR PUBLIC RELATIONS. ONE MEMBER OF DELEGATION DID ELECT TO REMAIN IN HOUSTON AFTER GROUP'S DEPARTURE, AND CHAMBER ASSISTED HIM IN MAKING BUSINESS CONTACTS.

6. DEPARTMENT OF STATE ESCORTS WERE KEPT BUSY REWRITING AIRLINE TICKETS TO REFLECT SCHEDULE CHANGES AND DIVERGENT INDIVIDUAL TRAVEL PLANS, BUT ALL TRAVEL AND ACCOMMODATIONS ARRANGEMENTS PROCEEDED WITHOUT ANY HITCHES. ESCORTS COULD NOT RECALL AFRICAN DELEGATION OF ANY SIZE WHOSE VISIT TOOK PLACE AS SMOOTHLY.

7. NOT POSSIBLE TO GUESS AT AMOUNT OF BUSINESS GENERATED, BUT US FIRMS WITH WHICH WE HAVE TALKED CONSIDER CONTACTS QUITE PROMISING. THERE IS NO DOUBT THAT NIGERIANS AND IMPORTANT SEGMENT OF US BUSINESS COMMUNITIES HAD AMPLE OPPORTUNITY BECOME ACQUAINTED AND CULTIVATE MUTUAL GOODWILL. EXTENSIVE CIRCUIT OF CORPORATE RECEPTIONS AND DINNERS (TERMED "MOVEABLE FEAST" BY ONE PARTICIPANT) WERE WITHOUT EXCEPTION PLEASANT OCCASION WHICH UNDOUBTEDLY DID MUCH TO MAKE TRIP MEMORABLE. ESCORTS FULFILLED USEFUL FUNCTION IN LIMITED OFFICIAL USE
LIMITED OFFICIAL USE

PAGE 04 STATE 202973

ASSISTING TRAVEL ARRANGEMENTS, AND US BUSINESS CONTACTS OF ONE ESCORT WITH BACKGROUND IN AFRICA WERE ADDED BENEFIT. MUCH OF CREDIT FOR SUCCESS GOES TO CHIEF OGUNBANJO, WHO ENJOYED SUFFICIENT INFLUENCE AMONG COLLEAGUES TO HOLD VISIT TOGETHER AND ELICIT PUNCTUALITY AND COMPLETE PARTICIPATION. OGUNBANJO NEVER FAILED TO CHARM HOSTS BY HIS ARTICULATE EXPRESSIONS OF APPRECIATION ON BEHALF OF DELEGATION.

8. VISIT CLEARLY ESTABLISHED WILLINGNESS OF US BANKS AND BUSINESSES WITH INTERESTS IN NIGERIA TO COOPERATE IN MAKING ARRANGEMENTS FOR MISSION OF THIS KIND, THOUGH IT IS DOUBTFUL THAT WE COULD REASONABLY EXPECT COMPARABLE DEGREE OF SUPPORT FROM RELATIVELY SMALL NUMBER OF FIRMS FOR ANY SIMILAR GROUP REPRESENTING SUCH DISPARATE INTERESTS IN NEAR FUTURE. DESPITE SUCCESS OF THIS VENTURE, MAKING OF THESE ARRANGEMENTS VASTLY STRETCHED NORMAL FUNCTIONS AND CAPABILITIES OF AF/W, AND SOME ALTERNATIVE LOCUS OF RESPONSIBILITY WOULD ASSUREDLY HAVE TO BE IDENTIFIED BEFORE UNDERTAKING "FACILITATIVE SUPPORT" FOR ANY SIMILAR FUTURE PROGRAM.
KISSINGER

LIMITED OFFICIAL USE

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 11 MAY 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: collinp0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE202973
Document Source: ADS
Document Unique ID: 00
Drafter: AF/W:ARMCKEE
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731066/abqcejam.tel
Line Count: 165
Locator: TEXT ON-LINE
Office: ORIGIN AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: collinp0
Review Comment: n/a
Review Content Flags:
Review Date: 11 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11-Jan-2002 by martinjw>; APPROVED <22 FEB 2002 by collinp0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NIGERIAN-AMERICAN CHAMBER OF COMMERCE TRADE MISSION
TAGS: BTRA
To: LAGOS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005